

## AAVISHKAAR CAPITAL: ESG FIRST FUND

### Aavishkaar Capital

*We embolden entrepreneurs to chase large problems worth solving*

- **Aavishkaar Capital** is the **impact fund manager** of the **Aavishkaar Group**, a **global pioneer in impact investing**, headquartered out of **Nairobi and Mumbai**. The Group manages over **USD \$1BN** worth of assets and has impacted **100 million lives**, **55%** of whom are **women**.
- Aavishkaar Capital focuses on **financial services, sustainable agriculture and essential services** with a portfolio of over **70 businesses** across Asia and Africa.

### ESG First Fund

- The mission of the fund is to **support and scale mid-size businesses** with a focus on **enhancing their ESG capabilities** in a sustainable manner.
- The ESG First Fund is a **USD \$250MN** sector agnostic fund for investing **across the capital structure in mid-sized companies across Eastern Africa and South Asia**.
- The Fund will provide strategic capital to help businesses **finance growth through enhanced ESG standards**. The Fund will help businesses **capitalize on global drive for ecologically conscious, gender equal and purpose-driven businesses**.

### Investment Focus

- The Fund's solutions provide **non-dilutive risk capital** for mid-sized businesses, entrepreneurs and sponsors.

Sector Focus	Investment Criteria	Private Debt Flexibility
<ul style="list-style-type: none"> <li>• Sustainable Agriculture</li> <li>• Sustainable Fashion &amp; Personal Care</li> <li>• Sustainable Supply Chains Solutions</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Amount: USD \$2M-5M</b></li> <li>• <b>Type: Flexible across the capital structure</b></li> <li>• <b>Currency: USD</b></li> <li>• <b>Investment horizon: 3-5 years</b></li> <li>• <b>Geography: Eastern Africa &amp; South Asia</b></li> </ul>	<ul style="list-style-type: none"> <li>• <b>Cash-flow based funding solutions</b> <ul style="list-style-type: none"> <li>○ Growth financing</li> <li>○ Bridge loans</li> <li>○ Venture Debt</li> </ul> </li> <li>• <b>Asset backed solutions</b> <ul style="list-style-type: none"> <li>○ Development financing</li> <li>○ Security backed loans</li> </ul> </li> </ul>

### Investment Attributes

Strong ESG Focus	Proven & Resilient Business Model	Significant Competitive Advantage	Experienced Management Teams	Fit with Portfolio Construct
Pursue gender-inclusive & climate-smart businesses, in addition to businesses delivering high impact & ESG compliance generating significant positive impact & ESG outcomes	Demonstrated revenue traction and customer validation with potential to expand and scale	Competitive advantage in production or delivering a service with large addressable local and overseas demand for the product or service	Management teams with demonstrated ability to execute at scale and strong intent to improve ESG standing	Alignment with ESG First Fund's target portfolio to manage portfolio risk

### Our Value Addition

- A deep **understanding of ESG** investing with a **dedicated team of experts**.
- A **seasoned investment team** with significant deal making and business scaling experience.
- **Deep networks** and **understanding of the markets** we work in, the Global South.
- **Speed & Flexibility**